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Former State Assemblymember, AD 15
August 30, 2015

Subject: SUPPORT Inclusion of a Small to Medium Sized Business Category and funding in the GGRF Investment Plan

Comment:

REV, an entity begun by Elliot Hoffman, a colleague I've known and worked with for over twenty years, provides sustainability education and training to small-to-medium sized enterprises (SMEs), community organizations and local governments.

One of REV's signature programs is Sustainability Circles®, a six month participatory process which assists participating entities form a powerful peer-learning community to develop a five year Sustainability Action Plan. The Sustainability Circles result in multiple environmental and economic benefits: GHG reduction, increased water conservation, and more. REV support includes identifying and engaging local experts on all the relevant topics needed to develop the comprehensive 5 year Action Plan with the metrics needed to make the right decisions for each participating organization.

Two REV coaches are dedicated to each Circle for the entire 6 months and provide one-on-one onsite coaching to all participants. An average of 30 and up to 115 initiatives are identified with specified key outcomes such as investments required, payback, ROI, energy savings, water reduction, cost savings and, most important, **GHG reductions**. The results of 75 recent California Circle graduates are as follows:

- **GHGs – 1059 tons reduced per year / participant**
- **Water reduction – 2.1 million gallons / year**
- **Energy savings– 1.5million kWh per year**
- **Cost savings: \$316,166 per year**

The REV Circles help businesses and community organizations adopt leading edge greenhouse gas reduction practices, verify results and improvements and generate reliable outcome metrics and reports. REV's Sustainability Circles® program directly meets the GGRF funding priority of projects that result in **significant measurable GHG emission reductions** and multiple environmental benefits while providing economic benefits for Circle participants and extending program benefits to disadvantaged communities.

I encourage including major funding to assist small and mid-size businesses, organizations and communities in the Greenhouse Gas Reduction Fund investment plan so that programs like the REV Sustainability Circles®, the California Green Business Network, and local government entities involved in climate protection can assist the State meet its GHG emissions reduction goals.

Small to medium sized businesses and local communities represent a significant amount of California's GHG emissions. These businesses have a varying emissions profile making single focus programs such as utility programs less effective. While this sector is typically a "hard to reach sector" REV is demonstrating an ability to unlock those doors and is beginning to make real impact.

I strongly support allocating GGRF funds to programs that target small businesses and communities like REV Sustainability Circles® and the other organizations throughout the state that have demonstrated effective results in reducing ghg emissions from this sector.

Sincerely,

Nancy Skinner,
Former State Assemblymember District 15